## CONTRACT

WTKR-TV 720 Boush Street Norfolk, VA 23510-1583 (757)446-1000 www.wtkr.com

And:

GMMB/Greer Margolis Mitchell & Burns 1010 Wisconsin Avenue Suite 800 Washington, DC 20007

	Contract / Re	vision		Alt Order #	1		
	545812	1		07874840			
Product			-				
HIRSCHBIEL/C/D							
Contract Dates	Estimate #						
09/04/12 - 09/10/12	106/113/1215	5					
Advertiser			Ori	iginal Date	/ Revision		
Hirschbiel/D/State House			C	09/12/12	/ 09/12/12		
A DESCRIPTION OF THE PROPERTY	Billing Cycle	Billing	Cal	endar	Cash/Trade		
	EOM/EOC	Broadcast			Cash		
	Station	Accour	nt E	xecutive	Sales Office		
	WTKR	Jamie Andrus		Irus	Washington, D.		
	Special Hand	ndling					
	Demographic						
	Adults 35+						
	IDB#	Adverti	ser	Code	Product Code		
	8020	106			113		
11	Agency Ref			Advertiser	Ref		

Mine Ob Obel D. J. E. J. D. J. D. J. J.	_	Spots/		To	tals
*Line Ch Start Date End Date Description	Start/End Time	Days Length Week	Rate Type	Spots	Amount
1 3 09/04/12 09/09/12 NewsChannel 3 News Start Date End Date Weekdays Spots/Wee	5-6am	:30	NM	2	\$140.00
Week: 09/03/12	<u>k Rate</u> \$70.00				
2 3 09/04/12 09/09/12 Newschannel 3 News	6-7am	:30	NM	3	\$525.00
Start Date         End Date         Weekdays         Spots/Wee           Week: 09/03/12         09/09/12         -TWTF         3	<u>k Rate</u> \$175.00				Ψ323.00
3 3 09/04/12 09/09/12 CBS This Morning	7-9a	:30	NM	3	\$300.00
Start Date End Date Weekdays Spots/Wee		,,,,,	14197	٥	\$300.00
Week: 09/03/12 09/09/12 -TWTF 3	\$100.00				
4 3 09/04/12 09/09/12 Early Show Saturday	9-11am	:30	NM	1	\$80.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Wee</u> Week: 09/03/12 09/09/12S- 1	<u>K Rate</u> \$80.00				7.5.55
5 3 09/04/12 09/09/12 CBS Sunday Morning Start Date End Date Weekdays Spots/Weel	9-1030am <u>k</u> Rate	:30	NM	1	\$280.00
Week: 09/03/12 09/09/12S 1	\$280.00				
6 3 09/04/12 09/09/12 Face the Nation	1030-11am	:30	NINA		
Start Date End Date Weekdays Spots/Week		.50	NM	1	\$245.00
Week: 09/03/12 09/09/12S 1	\$245.00				
7 3 09/04/12 09/09/12 Ellen Degeneres 3pm	3-4pm	:30	NM	1	\$155.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Weel</u> Week: 09/03/12 09/09/12 -TwTF 1				•	Ψ105.00
	\$155.00				
8 3 09/04/12 09/09/12 NewsCha 3 News First @ Start Date End Date Weekdays Spots/Weel		:30	NM	1	\$115.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Weel</u> Week: 09/03/12 09/09/12 -TWTF 1	<u>Rate</u> \$115.00				
9 3 09/04/12 09/09/12 Newschannel 3 News	5-530pm	.20			
Start Date End Date Weekdays Spots/Week		:30	NM	2	\$420.00
Week: 09/03/12 09/09/12 -TWTF 2	\$210.00				
10 3 09/04/12 09/09/12 Newschannel 3 News	530-6pm	:30	NM	2	\$440.00
Start Date End Date Weekdays Spots/Week Week; 09/03/12 09/09/12 -TwTF 2				_	Ψ-40.00
	\$220.00				
: 11 3 09/04/12 09/09/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	6-630pm	:30	NM	1	\$295.00
Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12 -TWTF 2	<u>Rate</u> \$295.00				
7.0750.0301 1.17935 1.374	7200.00				

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



	Contract / Revision 545812 /	Alt Order # 07874840	
Contract Dates 09/04/12 - 09/10/12	Product HIRSCHBIEL/C/D	Estimate # 106/113/1215	
Advertiser Hirschbiel/D/State Ho		Original Date / Revision	

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week F	ate Type	To Spots	tals Amount
Start Date End Date Weekdays Spots/Week Spot Ch Date Range Description 2 3 09/03/12-09/09/12 Newschannel 3 News Credited	Rate Start/End Time 6-630pm		tate Type		rundant
12 3 09/04/12 09/09/12 7-730pm <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12 -TwTF 1	7-730pm <u>Rate</u> \$220.00	:30	NM	1	\$220.00
13 3 09/04/12 09/09/12 The Insider  Start Date End Date Weekdays Spots/Week  Week: 09/03/12 09/09/12 -TwTF 1  Spot Ch Date Range Description  1 3 09/03/12-09/09/12 730-8pm	730p-8pm Rate \$220.00 Start/End Time 730-8pm	:30 <u>Weekdays Length F</u> -TuwThF :30 \$220	NM <u>late Type</u>	0	\$0.00
Credited	ASSESSED 10 - 10 - 10 - 10 - 10 - 10 - 10 - 10	.50 \$226			
14     3     09/04/12     09/09/12     Sunday Prime       Start Date     End Date     Weekdays     Spots/Week       Week:     09/03/12     09/09/12    S     1	7-8pm <u>Rate</u> \$1,275.00	:30	NM	1	\$1,275.00
15 3 09/10/12 09/10/12 Monday Prime  Start Date	9-10pm <u>Rate</u> \$1,180.00	:30	NM	1	\$1,180.00
16 3 09/04/12 09/09/12 Friday Prime  Start Date End Date Weekdays Spots/Week  Week: 09/03/12 09/09/12F 1	10-11pm <u>Rate</u> \$980.00	:30	NM	1	\$980.00
17 3 09/04/12 09/09/12 Late News (M-F)  Start Date   End Date   Weekdays   Spots/Week  Week: 09/03/12 09/09/12 -TwTF 2	11-1135p <u>Rate</u> \$490.00	:30	NM	2	\$980.00
18 3 09/04/12 09/09/12 Late News (Sa-Su) <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12SS 2	11-1135p <u>Rate</u> \$365.00	:30	NM	2	\$730.00
19 3 09/04/12 09/09/12 Late Night with David Letter <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12 -TWTF 1	m1135pm-1237am <u>Rate</u> \$135.00	:30	NM	1	\$135.00
20 3 09/10/12 09/10/12 NewsChannel 3 News  Start Date End Date Weekdays Spots/Week  Week: 09/10/12 09/16/12 M 1	5-6am <u>Rate</u> \$70.00	:30	NM	1	\$70.00
21 3 09/10/12 09/10/12 Newschannel 3 News  Start Date End Date Weekdays Spots/Week  Week: 09/10/12 09/16/12 M 1	6-7am <u>Rate</u> \$130.00	:30	NM	1	\$130.00
22 3 09/10/12 09/10/12 CBS This Morning  Start Date End Date Weekdays Spots/Week  Week: 09/10/12 09/16/12 M 1	7-9a <u>Rate</u> \$100.00	:30	NM	1	\$100.00
23 3 09/10/12 09/10/12 Ellen Degeneres 3pm  Start Date End Date Weekdays Spots/Week  Week: 09/10/12 09/16/12 M 1	3-4pm <u>Rate</u> \$200.00	:30	NM	1	\$200.00
E 24 3 09/10/12 09/10/12 NewsCha 3 News First @ 4		:30	NM	0	\$0.00
Spot Ch Date Range Description 1 3 09/10/12-09/16/12 NewsCha 3 News First @ 4 Credited	Start/End Time	<u>Weekdays</u> <u>Length</u> <u>R</u> M :30 \$100	ate <u>Type</u> -00 NM		
E 25 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	5-530pm Rate	:30	NM	0	\$0.00

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Contract Dates 09/04/12 - 09/10/12	Product HIRSCHBIEL/C/D	Estimate # 106/113/1215
Advertiser Hirschbiel/D/State Ho	1	Original Date / Revision 09/12/12 / 09/12/12

*Line Ch Start Data End Data Department	04-4/5-17	Spots/		To	tals
*Line Ch Start Date End Date Description  Start Date End Date Weekdays Spots/Week	Start/End Time	Days Length Week Rate	TypeS	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/10/12         09/16/12         M         1	<u>Rate</u> \$235.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Туре		
1 3 09/10/12-09/16/12 Newschannel 3 News	5-530pm	M: 30 \$235.00	NM		
Credited					
E 26 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	530-6pm	:30	NM	0	\$0.00
Week: 09/10/12	<u>Rate</u> \$220.00				
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Туре		
1 3 09/10/12-09/16/12 Newschannel 3 News	530-6pm	M: :30 \$220.00	NM		
Credited					
E 27 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	6-630pm Rate	:30	NM	0	\$0.00
Week: 09/10/12 09/16/12 M 1	\$345.00		- 1		
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Type		
1 3 09/10/12-09/16/12 Newschannel 3 News	6-630pm	M: :30 \$345.00	NM		
Credited					
28 3 09/10/12 09/10/12 7-730pm <u>Start Date</u> <u>End Date</u> Weekdays <u>Spots/Week</u>	7-730pm Rate	:30	NM	1	\$330.00
Week: 09/10/12 09/16/12 M 1	\$330.00				
29 3 09/10/12 09/10/12 M-F 730-8pm	730p-8pm	:30	NM	1	\$310.00
Start Date End Date Weekdays Spots/Week	Rate		,,,,,		Ψ010.00
Week: 09/10/12	\$310.00				
30 3 09/10/12 09/10/12 Late News (M-F) Start Date End Date Weekdays Spots/Week	11-1135p Rate	:30	NM	1	\$540.00
Week: 09/10/12 09/16/12 M 1	\$540.00				
31 3 09/10/12 09/10/12 Late Night with David Letter	rm1135pm-1235am	:30	NM	1	\$115.00
Start Date End Date Weekdays Spots/Week	Rate	,22	1414	•	φ115.00
Week: 09/10/12 09/16/12 M 1	\$115.00				
32 3 09/04/12 09/07/12 CBS This Morning Start Date End Date Weekdays Spots/Week	7-9a	:30	NM	1	\$200.00
Week: 09/03/12	<u>Rate</u> \$200.00				
33 3 09/08/12 09/08/12 730-8pm	730-8pm	:30	NM	1	<b>POE 00</b>
Start Date End Date Weekdays Spots/Week	Rate	.00	IVIVI	•	\$95.00
Week: 09/03/12 09/09/12S- 1	\$95.00				
34 3 09/08/12 09/08/12 Redskins Overnight	1135-1205xm	:30	NM	1	\$35.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12S- 1	<u>Rate</u> \$35.00				
35 3 09/08/12 09/08/12 Redskins Overnight	1205-1235a	:30	NIM		***
Start Date End Date Weekdays Spots/Week	Rate	.50	NM	1	\$30.00
Week: 09/03/12 09/09/12S- 1	\$30.00				
36 3 09/05/12 09/05/12 Wednesday Prime	9-10pm	:30	NM	1	\$1,375.00
Start Date End Date Weekdays Spots/Week Week: 09/03/12 09/09/12W 1	<u>Rate</u> \$1,375.00				
37 3 09/06/12 09/06/12 Thursday Prime	9-10pm	:30			04 000 00
Start Date End Date Weekdays Spots/Week	Rate	.50	NM	1	\$1,375.00
Week: 09/03/12 09/09/12T 1	\$1,375.00				
38 3 09/07/12 09/07/12 Friday Prime	9-10pm	:30	NM	1	\$1,180.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12F 1	<u>Rate</u> \$1,180.00				and the second of the second o
39 3 09/09/12 09/09/12 US Open Tennis Men's Fina		:30			
Colonia Colonia Colonia Mona I Illa	o - 7 Pill	.30	NM	1	\$750.00

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Print Date 09/12/12

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Contract Agreement Be	tween:
5	WTKR-TV 720 Boush Street Norfolk, VA 23510-1583 (757)446-1000
www.wtkr.com	

	Contract / Revision 545812 /	Alt Order # 07874840		
Contract Dates 09/04/12 - 09/10/12	Product HIRSCHBIEL/C/D	Estimate # 106/113/1215		
Advertiser Hirschbiel/D/State House		Original Date / Revision 09/12/12 / 09/12/12		

*Line Ch Start Da	ite End Date De	scription	Start/End Time	Days	Spots/ Length Week Rate	Type	To: Spots	als Amount
	<u>nd Date</u> <u>Week</u> 09/09/12		<u>Rate</u> \$750.00					
	. 09/07/12 Nev End Date Weeke 09/09/12WTF		530-6pm <u>Rate</u> \$310.00		:30	NM	1	\$310.00
					Totals	The same of the sa	44	\$15,640.00
Time Period	# of Spots	Gross Amount	Net Amount					
)8/27/12 -09/10/12	44	\$15,640.00	\$13,294.00					
Γotals	44	\$15,640.00	\$13,294.00					

Signature:	Date:	
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